

Lorna Flores started AMCORE Bank's international services program six years ago. It now serves 28 companies.

The volume of transactions made through the program has more than tripled, she said.

One of the bank's most popular services helps companies obtain letters of credit that assure payment from foreign companies through a U.S. bank.

The letters are especially important in countries "where there is a lot of political risk," such as in Brazil or Mexico, she said.

Steven Morreim, president of QED Dryer Sales and Mfg., said he uses the bank's services "to keep us straight on paperwork."

The Rockford company is in the process of shipping a grain dryer worth more than \$100,000 to a company in Russia. QED has done business in Nigeria, Turkey and Colombia.

Exporting makes up about 10 percent of the company's sales. Morreim expects to at least double that in five years. The company employs eight full-time workers.

LEGISLATION, EDUCATION

Local legislators and educators are also looking at how local companies can increase their exports.

Rep. Don Manzullo, R-Egan, is trying to reorganize U.S. trade agencies within the Department of Commerce to save money without hurting business exports.

Manzullo has been holding hearings on trade promotion and the function of various programs. He is working on trying to reorganize trade promotion efforts and cut duplication.

"The future of trade promotion must be easily accessible to the entire U.S. business community," he said in a statement earlier this month before testifying to the House International Relations Committee on the future of the Department of Commerce.

Rock Valley College, with other economic development groups, hopes to help small businesses through an "export clinic" to be held at the college Thursday, Aug. 24. The college next month will begin a three-month-long, once-a-week class on how to sell overseas.

Small companies are "the ones that need (help) most," because of limited resources, said Thomas de Seve, coordinator of international programs.

Getting into the business of exporting is not as hard as it seems, according to those who have done it.

"It's not intimidating," said Larry Lewis, owner and president of National Metal Specialists Corp. "The first time you go through it, it might be, but after you start repeating it, it's not bad."

Exports at National Metal make up about \$300,000 of the company's \$4 million in annual sales. The company ships to countries in Central America and South America.

National Metal's 60 employees manufacture mops and parts for mops.

Lewis said the company made inroads in exporting by making contacts at international trade shows. So far, profit margins made on exports has eclipsed those made domestically.

"Overall, it's 20 to 30 percent better," he said.

"The people are so happy to find the product. You don't have the intense retail pressure."

The SPEAKER pro tempore. The question is on the motion offered by the gentleman from Wisconsin [Mr. ROTH] that the House suspend the rules and pass the bill, H.R. 3759, as amended.

Mr. ROTH. Mr. Speaker, on that I demand the yeas and nays.

The yeas and nays were ordered.

The SPEAKER pro tempore. Pursuant to clause 5, rule I and the Chair's prior announcement, further proceedings on this motion will be postponed.

SPECIAL ORDERS

The SPEAKER pro tempore. Under the Speaker's announced policy of May 12, 1995, and under a previous order of the House, the following Members are recognized for 5 minutes each.

The SPEAKER pro tempore. Under a previous order of the House, the gentleman from Florida [Mr. GOSS] is recognized for 5 minutes.

[Mr. GOSS addressed the House. His remarks will appear hereafter in the Extensions of Remarks.]

The SPEAKER pro tempore. Under a previous order of the House, the gentleman from New Jersey [Mr. PALLONE] is recognized for 5 minutes.

[Mr. PALLONE addressed the House. His remarks will appear hereafter in the Extensions of Remarks.]

The SPEAKER pro tempore. Under a previous order of the House, the gentleman from Indiana [Mr. MCINTOSH] is recognized for 5 minutes.

[Mr. MCINTOSH addressed the House. His remarks will appear hereafter in the Extensions of Remarks.]

RETIREMENT OF REAR ADMIRAL THOMAS F. HALL, U.S. NAVY, CHIEF OF NAVAL RESERVE

The SPEAKER pro tempore. Under a previous order of the House, the gentleman from Mississippi [Mr. MONTGOMERY] is recognized for 5 minutes.

Mr. MONTGOMERY. Mr. Speaker, I rise today to recognize the dedication, public service, and patriotism of Rear Adm. Thomas F. Hall, U.S. Navy, Chief of Naval Reserve. Admiral Hall retires from the Navy on October 1, after a distinguished 37-year career of service to our Nation.

A native of Barnsdall, OK, Admiral Hall reported to the U.S. Naval Academy in 1959, graduated in 1963 and was designated a Naval Aviator in 1964. After earning his wings of gold, Admiral Hall joined the maritime patrol forces flying the new P-3 Orion. During flight training, he was named the outstanding student, and graduated No. 1 in his class. Admiral Hall continued to distinguish himself throughout his flying career amassing almost 5,000 pilot hours.

His initial fleet assignment was with Patrol Squadron Eight, flying combat missions in Southeast Asia. Subsequent tours included the U.S. Naval Academy, as a company officer and executive assistant to the commandant of midshipmen, Patrol Squadron Twenty-Three, completion of the command and staff course at the Naval War College, graduating with distinction, and assignment to the Bureau of Naval Personnel, where his billets included aviation staffs placement officer, head of air combat assignment. Admiral Hall

returned to VP-8 as executive officer and then assumed duties as commanding officer. Admiral Hall also completed the course of instruction at the National War College, again graduating with distinction, and served on the staff of the Chief of Naval Operations where he served as head of the program objective memorandum development section, as chief of staff to Commander Fleet Air Keflavik, and as a fellow to the CNO's strategic studies group. In addition to command of VP-8, Admiral Hall has also served in command of Naval Air Station Bermuda, the Icelandic defense forces, and most recently, command of the Naval Reserve.

Since September 1992, Admiral Hall has been the Chief of Naval Reserve, guiding the Naval Reserve force through its largest drawdown, while maintaining readiness and significantly increasing contributory support to the fleet. Under Admiral Hall's leadership, the total force policy was realized—Regular Navy and Navy Reservists working side-by-side, meeting forward presence requirements in operations worldwide.

In August 1989, Admiral Hall was promoted to rear admiral (lower half) and in July 1992 to his present rank of rear admiral (upper half). Admiral Hall wears the Defense Superior Service Medal, Legion of Merit, Meritorious Service Medal, Meritorious Unit Commendation, and various unit and campaign awards, holds a masters degree in management from George Washington University and attended Harvard University senior executive program. In July 1992, Admiral Hall was awarded the Icelandic Order of the Falcon, Commander's Cross with Star, by the President of Iceland.

Our Nation, his wife Barbara, and his son Tom, can be immensely proud of the admiral's long and distinguished career and his service to our country. I wish Admiral Hall and his family best wishes in his retirement.

AFL-CIO ATTACK ADS ON REPUBLICANS

The SPEAKER pro tempore. Under a previous order of the House, the gentleman from California [Mr. RIGGS] is recognized for 5 minutes.

Mr. RIGGS. Mr. Speaker, I wanted to follow up on some remarks I made on the floor earlier today during the course of the debate on one of our suspension bills, and that is the reference that I made to the new round of attack ads, because I do not think you call them anything but, the new round of attack ads being aired on television stations around the country and paid for by the AFL-CIO. These are television ads orchestrated by the big labor bosses of the AFL-CIO in Washington, airing exclusively in the congressional districts of incumbent Republicans, and they are part and parcel of an orchestrated campaign by the AFL-CIO to help the National Democratic Party win back control of the House of Representatives.

These new ads follow on the heels of their MediScare ads, where they distorted our efforts to preserve and to strengthen Medicare and protect it from bankruptcy by increasing annual spending for the program at a rate of 7 percent as opposed to the 14-percent